

This report is prepared for the Warsaw Stock Exchange SA within the framework of the Analytical Coverage Support Program 4.0.

595/2024/AR/October 22, 2024

Company	LT fundamental recommendation	12M EFV (PLN)	ST market-relative bias	Analyst
<b>Cloud Technologies</b>	Hold	70.0	Neutral	Tomasz Rodak, CFA

**Event: Monthly sales growth to key clients at +20% yoy in August 2024; 3Q24 results forecast.**

Yesterday, after the market close, the Company released a monthly sales growth dynamic to key clients in August that reached +20% yoy.

### 3Q24 results forecast

On November 25 the Company will release 3Q24 financial results.

According to the Company's reports for July and August, a monthly sales growth dynamic to key clients reached 37% and 20% yoy, respectively. Given the US\$ weakening vs PLN in July and August we estimate a yoy dynamic at c. +34% and +14%, respectively, in the discussed months for the figures denominated in PLN. At the same time we expect a c. 10% sales growth dynamic to key clients in September which implies a c. -2% yoy dynamic for the figures denominated in PLN (with the US\$ weakening vs PLN at 11% yoy in September). In result, we forecast a 15% yoy growth of the Company's 3Q24 revenues in the segment Data sales (average monthly dynamic). We also expect a 98% yoy drop of 3Q24 revenues in the segment Other activities due to a deconsolidation of a disposed company Audience Network (with no negative impact on EBITDA). Ultimately, in 3Q24 we forecast a 14% yoy decline of the Company's revenues and at the same time a 5% yoy growth of adj EBITDA. Due to expected negative FX differences (c. PLN 1 million) we expect adj net profit to fall 49% yoy (in the base quarter the Company's net profit was increased due to high positive FX differences reaching c. PLN 1.2 million).

**Cloud Technologies; 3Q24 financial results forecast**

IFRS consolidated (PLN m)	3Q24E			qoq chg	yoy chg
	(DM BOS)	2Q24	3Q23		
Revenues, including:	11.5	12.0	13.4	-4%	-14%
<b>Data sales</b>	<b>11.5</b>	<b>11.9</b>	<b>9.9</b>	<b>-4%</b>	<b>15%</b>
Other activities	0.1	0.1	3.4	0%	-98%
Operating costs, including:	9.2	9.3	11.6	-2%	-21%
Cost of media and data	1.3	1.4	3.8	-4%	-66%
Other costs	7.9	7.9	7.8	-1%	0%
EBITDA	6.0	6.4	5.5	-8%	8%
<b>Adj EBITDA</b>	<b>6.4</b>	<b>6.9</b>	<b>6.1</b>	<b>-7%</b>	<b>5%</b>
EBIT	2.7	3.1	2.3	-15%	14%
Adj EBIT	3.1	3.6	2.9	-13%	7%
Net profit	1.4	3.7	3.2	-61%	-55%
<b>Adj net profit</b>	<b>1.9</b>	<b>4.2</b>	<b>3.8</b>	<b>-54%</b>	<b>-49%</b>

\* adj figures exclude costs of the incentive program based on shares (c. PLN 0.6 million per quarter  
Source: the Company, DM BOS SA

**Expected impact: Neutral.** On the one hand, the main segment delivered a positive double-digit growth of revenues for the third time in a row, but on the other US\$ weakening vs PLN has a negative impact on the reported figures.

The report is not a recommendation within the meaning of Commission Delegated Regulation (EU) 2016/958 of 9 March 2016 supplementing Regulation (EU) No 596/2014 of the European Parliament and of the Council with regard to regulatory technical standards for technical arrangements for objective presentation of investment recommendations or other information recommending or suggesting an investment strategy and for disclosure of particular interests or indications of conflicts of interest.